

AN INTERVIEW WITH

Angus Ker, Sales and Marketing Director, Lachlan K Ltd, Kenya

Lachlan K Ltd are an exclusive marketing and distribution company based in Kenya supplying agricultural products to small and large scale farmers across East Africa. The company represents, among others, DowAgrosciences, Tradecorp, AgBiotech, Plant Health Products, Mapleton, Plant Impact and Eden. Lachlan is also a member of the Back Pack Farm programme (see main article)

"We source and offer unique proprietary products and services from around the world to enable customers, through our concept of fusion farming, to merge the use of biological and botanicals with reduced toxicity pesticides. Taking plant nutrition in combination with this

Eco-friendly chemistry we have been able to reduce costs of plant protection but with increased yields and quality.

Too many times in Africa we have seen bulk straights leach out of the soils, volatilize and dramatically reduce the pH of our soils and as a result lock up. And they are expensive too. Through market research and internal trials we came up with the Foundation Programme. This involves the use of chelates, humic acids which are not antagonistic in the soils and only needed in small doses. Micro elements such as zinc, calcium and magnesium are very deficient in our soils. Using biological and biostimulants was the next step. We have seen huge benefits with seed

dressings of *Trichoderma harzianum* in combination with an organic bio stimulant and synergy of these with a freeze dried microbial nitrogen fixation product based on Diazotroph microbes. The foundation program and use of microbes enables all crop species tested so far to access fixed atmospheric nitrogen and generates sustainable commercial yields, comparable or better than those generated by conventional synthetic bagged fertilizers.

There are no magic bullets to provide a total remedy to agriculture but we at Lachlan feel we are taking the right steps. There are many other products we currently use in our IPM systems depending on each crop



Courtesy of NAI

with huge success, for example the use of potassium silicate to strengthen plant cell walls reducing the impact of disease or insect attack. We also market Neem extracts for nematode control.

By using fusion farming technologies in the soil and a holistic approach with biological pesticides and soft chemistry from pesticides we can increase yields in all forms of agriculture".